RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 6, 1998

RJR Account #761406
Mr. J. Beltrami
KLEIN CANDY

APRIL: DORAL B1G1F / PROMOTION #800219

Dear John:

DORAL B1G1F ***pre-sleeved*** product (6M) has been ordered (see quantities listed below), as well as **300** skus of B1G1F Displays (Item #540971) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F
Men Lt 100	12300-25184	**10**
Ult Light 100	12300-25185	**10**
Lt Box 100	12300-25189	**10**
FF Box 100	12300-25188	**10**

DISPLAY DETAIL (#540971)
EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.
EACH WHITE CARTON CONTAINS 5 PRE-SLEEVED B1G1F DEALS
EACH DISPLAY CONTAINS 4 WHITE CARTONS OR '20 B1G1F OFFERS'.

Product PO # 13779

Product / Display Arrival:	**March 23, 1998**
Ship Date to Retail:	**Week of: April 6, 1998**
SKU CUBE :	**0.4670**
SKU WT (w/o Product):	**1.0600 lbs**
Retail Sales Offer per Sku:	**20 Offers**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR APR B1G1F'

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Billing per Sku: **2 Savings Cartons**

EFT $ Amount: **$2,753.16**

State Breakdown:

NY:	***1 Case each style***	***$257.91***
NJ:	***4 Cases each style***	***$455.67***
PA:	***5 Cases each style***	***$2,039.58***

PROMOTION DESCRIPTION: SEE ENCLOSED *'WHOLESALER PACKING INSTRUCTIONS'*. UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS **PRE-SLEEVED**, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. *(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY).* SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED *CUSTOMER LIST.*

DISPLAY LOAD:
*4 CARTONS; ONE CARTON EACH STYLE:
DORAL MEN LT 100 / ULT LT 100 / LT BOX 100 / FF BOX 100

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $14.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$196.00 (14 (12M) case(s) @ $14.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean
L. E. MacWilliams

Enclosures:
- Customer List
- Wholesaler Packing Instructions
- Promotion Flyer

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER PACKING INSTRUCTIONS

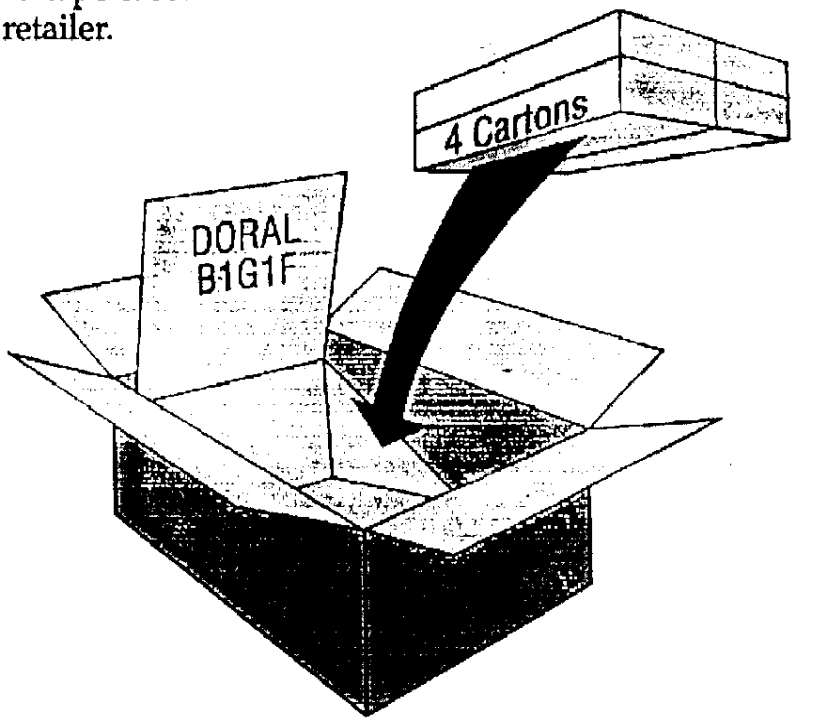
VALUE ADDED PROMOTIONS 2ND QTR.'98

April DORAL B1G1F

(Buy 1 Pack Get 1 Free)

STEPS

1. Open DORAL B1G1F shipping case.
2. Place 4 cartons of DORAL promotional product into shipping/display case. **Promotional product is in white cartons and is pre-sleeved.**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 540971
Promotion Reporting Description: DOR APR B1G1F

Brand Style	MEN LT 100	ULT LT 100	LT BOX 100	FF BOX 100		
Number of Cartons	1	1	1	1		

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April Brings A Deal With This Buy1-Get1 Free Promotion!

Value and quality is what your customers want. What better way to give them their favorite styles of Doral than a Buy 1-Get 1 Free Promotion.

This promotion comes in 2-pack sleeves that are pre-packaged in a 20-unit display. Easily stocked and [illegible]. All you do is set up [illegible]

2-Pack Sleeve

Counter Display

Along with the 20-unit Display comes a [illegible] Poster. These pieces work together to call attention to your [illegible] promotion. [illegible] 14.5" x 10" for [illegible] consumer. The display is a [illegible] for even the smallest of counter spaces.

Details -

- 20 Offers Per SKU
- Special complimentary tear-tape on gratis packs
- Offer to customer -
  - Buy 1 pack of Doral, get 1 pack free

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5N55B2 WORKPLAN VAP TEMPLATE LISTING PAGE: 1

DATE: 98-03-0[illegible]
TIME: 09:32 AM

WHOLESALER : 761406 KLEIN CANDY COMPANY <DIRECT>
TEMPLATE :
TEMPLATE SEQ : 0002
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122104		714335	JAY DISTRIBUTORS	451-453 SAINT PAU	JERSEY CITY	NJ	07306	39			KLEIN	(201)222-[illegible]
122104		543805	VIKISHA INC.	451 - 453 ST.PAUL	JERSEY CITY	NJ	07306	120				(201)222-[illegible]
122104		658665	ARUN INTERNATIONAL	60 CAVEN POINT RD	JERSEY CITY	NJ	07305	2		3666-0000	KLEIN	(201)451-1[illegible]

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 161

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 161

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WHOLESALER : 761406 KLEIN CANDY COMPANY <DIRECT>
TEMPLATE : 800219 80400 DOR APR B1G1F
TEMPLATE SEQ : 0046
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162204		212016	ROOF WHOLESALE CO	RR 2 BOX 160	TOWANDA	PA	18848	1				(717)265-7664
162204		085824	VILLAGE SWEETSHOP	255 RT 6	MESHOPPEN	PA	18630	3				(717)833-2991
162204	162223	340517	MONTROSE BEVERAGE	53 GROW AVE	MONTROSE	PA	18801	2				(717)278-2337
162204	162229	474321	WINOLA MARKET	PO BOX 279	LAKE WINOLA	PA	18625	1				(717)378-2965
162204	162223	740878	RUSHBORO GENERAL ST	RR 3 BOX 152A	MESHOPPEN	PA	18630	1				(717)869-1570
162204	162223	762554	SUMMIT CIGAR &	CIGARETTE SHOP	CLARKS SUMMIT	PA	18411	1				(717)587-1667
162204	162223	507050	DOCS DELILICIOUS	477 CARBONDALE RD	CLARKS SUMMIT	PA	18411	1				(717)586-2612
162204	162223	547692	HONCHELS MARKET IGA	100 TAYLOR AVE.	WYALUSING	PA	18853	1				(717)746-1107
162204	162223	573542	AINEYS MARKET	P.O. BOX 136	SPRINGVILLE	PA	18844	1			83756	(717)965-[illegible]
162204		528629	A&R FOOD SHOP	178 E TIOGA ST	TUNKHANNOCK	PA	18657	1				(717)836-1868
162204	162223	261825	WYOMING BEVERAGE	120 E TIOGA ST	TUNKHANNOCK	PA	18657	2				[illegible]
162204	162226	660694	ANGLE MARKET #2	208-210 COURT STR	BINGHAMTON	NY	13901	2				(607)724-[illegible]
162204	162223	777314	NEW MILFORD MARKET	198 MAIN ST	NEW MILFORD	PA	18834	1				(717)465-3336
162204	162228	688522	NORTH TOWANDA DELI	RR1	TOWANDA	PA	18848	2				(717)265-7776
162204	162226	207059	BARDENS MOBIL MART	2105 E MAIN ST	ENDWELL	NY	13760	1	NYS			(607)754-112
162204	162223	490766	A-PLUS 60274	800 NORTHERN BLVD	CLARKS SUMMIT	PA	18411	1	PEN	0362-0101		(717)587-4971
162208	162220	553931	ORLOSKI'S	805 SHOEMAKER AVE	WYOMING	PA	18644	1		3649-0000		(717)693-3881
162208	162224	185518	JERRYS ECONOMY	RD 1	HUNLOCK CREEK	PA	18621	2				(717)256-3271
162208	162220	185591	PETERS ICE CREAM	159 BLACKMAN ST	WILKES BARRE	PA	18702	2				(717)825-7044
162208	162220	613093	LEO MATUS	46 PUBLIC SQ	WILKES BARRE	PA	18701	2				(717)822-3613
162208	162220	567306	PETERS DELI	498 N MAIN ST	WILKES BARRE	PA	18702	2				(717)820-9633
162208	162220	568295	FRANKS NEWSTAND	4 S MAIN ST	WILKES BARRE	PA	18701	1				(717)824-3111
162208	162222	777524	CONVENIENT FOOD 301	710 MAIN ST	MOOSIC	PA	18507	1		1418-0100		(717)457-1202
162208	162224	854135	MALONEY DISTRIBUTOR	575 WALNUT ST	DANVILLE	PA	17821	2				(717)275-2120
162208	162229	572516	SPORTSMAN DELI	RT. 903	ALBRIGHTSVILLE	PA	18210	1			07-6016	(717)722-[illegible]
162208	162221	593429	BATH SHELL	7857 BETH BATH PI	BATH	PA	18014	1				(610)837-7311
162208	162221	597594	CONVENIENT FOOD 301	625 DELAWARE AVE	PALMERTON	PA	18071	1		1418-0100		[illegible]
162208	162220	598788	ORLOSKI'S MINI MART	10 CARVERTON RD	TRUCKSVILLE	PA	18708	1		3649-0000		(717)696-[illegible]
162208	162220	598790	ORLOSKI'S MINI MART	RR#5 RT.309	DALLAS	PA	18612	1		3649-0000		(717)675-7337
162208	162224	600979	ORLOSKI'S	6307 NO. BERWICK	BLOOMSBURG	PA	17815	1		3649-0000		(717)784-3018
162208	162220	636729	ORLOSKIS	8TH ST & WYOMING	WYOMING	PA	18644	1		3649-0000		(717)693-4646
162208	162220	651761	ORLOSKI QUIK MART	815 KIDDER ST	WILKES BARRE	PA	18702	1		3649-0000		(717)829-4011
162208	162222	662762	WILLIAMS ST NEWS	5 WILLIAM ST	PITTSTON	PA	18640	1				(717)655-5211
162208	162229	664986	ORLOSKIS	RT 115 & 940	BLAKESLEE	PA	18610	1		3649-0000		(717)646-5455
162208	162224	743045	THOMAS' FAMILY MKT	550 WASHINGTON AV	PLYMOUTH	PA	18651	1				(717)779-7725
162208	162220	748864	CONVENIENT FOOD#302	366 WYOMING AVE	KINGSTON	PA	18704	1		1418-0100		(717)287-7711
162208	162220	776552	ORLOSKIS QUICK MART	RD#1 RT 115	WILKES BARRE	PA	18705	1		3649-0000		(717)829-8383
162208	162229	776936	ORLOSKI'S SHELL	RT. 940 AND RT. 8	LAKE HARMONY	PA	18624	1		3649-0000		(717)443-9859
162208	162220	777165	NEW MARKET	322 CAREY AVE	WILKES BARRE	PA	18702	1				(717)825-9967
162208	162224	541391	B&S DISTRIBUTORS	80 MAIN STREET	MOCANAQUA	PA	18655	1				(717)542-4448
162208	162220	551045	ORLOSKI'S QUIK MART	639 N MAIN ST	WILKES BARRE	PA	18705	1		3649-0000		(717)823-[illegible]
162208	162224	540851	C.R. FRIENDLY #34	805 NEW BERWICK H	BLOOMSBURG	PA	17815	1		1861-0000		(717)752-9750

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TEMPLATE : 800219 80400 DOR APR B1G1F
TEMPLATE SEQ : 0046
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162208	162220	540861	SMITHS COUNTRY STOR	RR 2 BOX 440A	HARVEYS LAKE	PA	18618	1				(717)639-2127
162208	162224	531356	NEW MART	ROUTE 11	LARKSVILLE	PA	18704	1				(717)779-2540
162208	162220	532010	BANAS FOOD MART	BUTLER & N. PENNA	WILKES BARRE	PA	18702	1				[illegible]
162208	162229	521418	ORLOSKI'S TEXACO	RT. 940 AND 80	LAKE HARMONY	PA	18624	1		3649-0000		[illegible]
162208	162220	529649	THRIFTY BEV. OF W-B	734 SANS SOUCI PK	WILKES BARRE	PA	18702	1				717)823-2127
162208	162220	516458	PENN CORNER	1603 SANS SOUCI P	WILKES BARRE	PA	18702	1				717)824-[illegible]
162208	162222	521414	ORLOSKIS SERVICE	215-217 S MAIN ST	TAYLOR	PA	18517	1		3649-0000		(717)562-2156
162208	162221	183740	REX MARKET INC.	23 W. LIZARD CREE	ASHFIELD	PA	18212	1				(610)377-3890
162208	162222	275885	CONVENIENT FOOD 302	610 MAIN ST	AVOCA	PA	18641	1		1418-0100		717)451-3651
162208	162220	303797	DOMOCO GAS & OIL CO	412 S MAIN ST	WILKES BARRE	PA	18703	1				(717)822-7355
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	18701	2				(717)823-7848
162208	162220	071333	ORLOSKIS	MARKET ST	KINGSTON	PA	18704	2		3649-0000		(717)288-3103
162208	162222	306778	ORLOSKI'S	RT. 11	MOOSIC	PA	18507	1		3649-0000		(717)457-9901
162208	162220	364079	ORLOSKI'S	ROUTE 80, EXIT 40	WHITE HAVEN	PA	18661	1		3649-0000		(717)443-8630
162208	162224	092103	POP'S IGA	52 MAIN ST	MILLVILLE	PA	17846	1				(717)458-6230
162208	162220	023192	ORLOSKI'S QUIK MART	3765 NUANGOLA RD	MOUNTAIN TOP	PA	18707	1		3649-0000		(717)868-5595
162208	162220	399668	ORLOSKI'S MINI MART	RT 309	WILKES BARRE	PA	18702	1		3649-0000		(717)829-0888
162208	162221	415082	GOLDEN KEG	619 DELAWARE AVE	PALMERTON	PA	18071	2				(215)826-2337
162208	162224	058112	ORLOSKIS	14 N MARKET ST	NANTICOKE	PA	18634	2		3649-0000		[illegible]
162208	162220	021107	ORLOSKI QUIK MART	240 S RIVER ST	WILKES BARRE	PA	18705	1		3649-0000		(717)829-9657
162208	162224	479661	FIVE MOUNTAIN MARKE	1 SHICKSHINNY	SHICKSHINNY	PA	18655	2				(717)542-5548
162208	162220	502064	KALINOWSKI MARKET	39 THOMAS STREET	WILKES BARRE	PA	18702	1				(717)822-7752
162208	162220	023190	ORLOSKI'S SERVICE	PENNA.AVE.&N.HAMP	WILKES BARRE	PA	18702	2		3649-0000		(717)829-4211
162208	162224	463743	BENTON TEXACO	10 MAIN STREET	BENTON	PA	17814	1				(717)925-6808
162208	162220	502080	DON'S DELI	185 W END RD	WILKES BARRE	PA	18702	1				(717)824-8534
162208	162224	513723	ORLOSKIS QUIK MART	MIDDLE RD & EXPY	NANTICOKE	PA	18634	2		3649-0000		(717)735-7192
162208	162222	777166	A-PLUS #60278	308 S MAIN ST	PITTSTON	PA	18640	1	PEN	0362-0101		(717)655-4772
162209		744029	C-STOP CONVENIENT	5222 MILFORD RD	E STROUDSBURG	PA	18301	1				(717)588-1985
162209		748854	PML VARIETY	705 E MARKET ST	SCRANTON	PA	18509	1				(717)343-6757
162209	162222	503590	SPEEDY SHOP	141 WYOMING AVE	SCRANTON	PA	18503	2				(717)961-6096
162209	162221	665910	MIGGYS IGA	9 FOX RUN LN	E STROUDSBURG	PA	18301	2				(717)223-1350
162209	162223	767535	PAVILION SQUARE	422 LACKAWANNA AV	OLYPHANT	PA	18447	1				
162209	162221	767589	STARNERS QUIK SHOPP	BUS RT 209	SCIOTA	PA	18354	1		1164-0000		(717)992-1114
162209	162222	776968	CONVENIENT FOOD 300	BLVD & OLUPHANT	SCRANTON	PA	18509	1		1418-0100		(717)343-4847
162209	162229	777056	ORLOSKIS	RT 940	POCONO PINES	PA	18350	1		3649-0000		[illegible]
162209	162222	777432	STANGE, INC.	3014 BIRNEY AVE	SCRANTON	PA	18505	1				(717)344-7139
162209	162221	777547	MIGGYS	RT 209	BUSHKILL	PA	18324	1				(717)588-6698
162209		784273	TAYLOR BREWERS OUTL	1500 S MAIN AVE	SCRANTON	PA	18504	1				717 342-8245
162209	162229	961465	CONVENIENT FOOD 302	300 CEDAR AVE	SCRANTON	PA	18505	1		1418-0100		(717)346-7700
162209	162227	699173	LAKEVIEW PLAZA	RR 1 BOX 136	DINGMANS FERRY	PA	18328	1			66723	[illegible]
162209	162221	723879	STARNERS #5	N. COURTLAND ST.	E STROUDSBURG	PA	18301	1		1164-0000	TEST	717 421-[illegible]
162209	162222	449190	ORLOSKIS QUICK MART	DAVIS STREET	SCRANTON	PA	18505	1		3649-0000		(717)342-1891
162209	162229	503383	QWIK MART, INC.	RR 6 BOX 6214	LAKE ARIEL	PA	18436	1				(717)698-7744

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WHOLESALER : 761406 KLEIN CANDY COMPANY <DIRECT>
TEMPLATE : 800219 80400 DOR APR BIGIF
TEMPLATE SEQ : 0046
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162209	162229	279211	ORLOSKI'S TEXACO	RT. 196	TOBYHANNA	PA	18466	1		3649-0000		(717)839-6353
162209	162229	542769	STARNERS #4	933 N 9TH ST	STROUDSBURG	PA	18360	1		1164-0000	TEST	(717)424-[illegible]
162209	162222	552036	ORLOSKI'S SVC. STA.	MULBERRY & FRANKL	SCRANTON	PA	18503	1		3649-0000		(717)343-6550
162209	162221	376128	GAP MINI MART	PO BOX 555	DE WATER GAP	PA	18327	1				(717)476-3180
162209	162222	077283	LINDEN MINI MART	535 LINDEN ST	SCRANTON	PA	18503	1				(717)342-8656
162209	162229	673294	ONE STOP TOB SHOP	725 S MAIN AVE	SCRANTON	PA	18504	2				(717)343-[illegible]
162209	162227	688951	DUTCHS MARKET	RT 6	HAWLEY	PA	18428	1				(717)226-2434
162209	162222	185663	MARKOWITZ BROS.	256 WYOMING AVE	SCRANTON	PA	18503	2				(717)342-[illegible]
162209	162227	636743	BEAR BEVERAGE	RD1 BOX 86V RT 73	DINGMANS FERRY	PA	18328	2				(717)828-7676
162209	162223	658111	CONVENIENT FOOD 300	601 WASHINGTON AV	JERMYN	PA	18433	1		1418-0100		(717)876-5354
162209		185983	JUNIORS	419 GEORGE ST	THROOP	PA	18512	1				(717)383-[illegible]
162209	162229	184473	TOWN & COUNTRY	125 BROAD ST	STROUDSBURG	PA	18360	1				(717)421-6170
162209	162229	032546	STARNERS QUIK SHOPP	ROUTE 191	CRESCO	PA	18326	1		1164-0000	TEST	(717)595-[illegible]
162209	162221	693574	MAIN ST MARKET	90 N MAIN ST	BANGOR	PA	18013	2				(610)588-[illegible]
162209		697356	RINALDI PIZZA & SUB	317 S BLAKELY ST	DUNMORE	PA	18512	1				(717)347-5515
162209	162227	186085	WEINGERS	1206 MAIN ST	HONESDALE	PA	18431	1				(717)253-0641
162209	162221	572519	ORLOSKIS TEXACO	350 PROSPECT ST	EAST STROUDSBU	PA	18301	1		3649-0000		(717)424-0380
162209	162222	594172	RICCARDO'S MARKET	320 S BLAKELY ST	DUNMORE	PA	18512	2				(717)348-1176
162209	162223	241485	LAKEVIEW FOOD MART	RR#2 BOX 242	JERMYN	PA	18433	1				(717)254-6377
162209	162229	069206	STARNERS QUIK SHOP	RT 715 & RT 611	TANNERSVILLE	PA	18372	1		1164-0000	TEST	(717)629-0315
162210	162227	560564	GARY NEWMAN,ENT.INC	DBA GARY'S MIDWAY	MIDDLETOWN	NY	10940	1			911867	(914)386-1133

PAGE BREAK TOTAL ACCOUNTS 106 TOTAL QUANTITY 131

TEMPLATE TOTAL ACCOUNTS 106 TOTAL QUANTITY 131

********** END OF REPORT FOR PROMOTION 800219 **********

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